

Message Text

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ORIGIN EB-08

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TAGS: EAIR, JA

SUBJECT: CIVAIR: US/JAPAN NEGOTIATIONS, MARCH 15-16

SUMMARY: TWO SIDES HAVE AGREED TO PURSUE THREE-YEAR
INTERIM AGREEMENT. WITHIN THIS FRAMEWORK, JAPAN IS
SEEKING TO EXPAND ITS RIGHTS WHILE HOLDING THE US SIDE
TO ITS PRESENT LEVEL OF OPERATIONS. US IS INSISTING ON
GUARANTEED INCREASING NUMBER OF AIRPORT SLOTS AS
FUNDAMENTAL BUILDING BLOCK FOR INTERIM AGREEMENT.
ATMOSPHERE IS SERIOUS BUT CONSTRUCTIVE; IT IS OBVIOUS
JAPANESE WANT TO COME TO SOME AGREEMENT. END SUMMARY.

1. DURING FIRST TWO DAYS SESSIONS, TWO SIDES HAVE
AGREED TO PURSUE THREE-YEAR INTERIM AGREEMENT OWING
TO PRESENT CAPACITY RESTRICTIONS AT JAPANESE AIRPORTS
AND GOJ UNWILLINGNESS TO FULLY LIBERALIZE CHARTERS
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PAGE 02 STATE 070695

AND FARES. ALTHOUGH THE JAPANESE SIDE NOW DECLARES
ITSELF READY TO APPROACH THE NEGOTIATIONS IN AN
"EXPANSIONARY" MANNER, ANY "EXPANSION," AT LEAST
ACCORDING TO TABLED JAPANESE OUTLINE, APPEARS TO BE
LIMITED TO THE JAPANESE SIDE; E.G., THEY HAVE
REQUESTED SPECIFIC NEW ROUTE RIGHTS TO CHICAGO, SEATTLE,

DALLAS OR HOUSTON AND BEYOND NEW YORK TO BRAZIL WHILE

SEEKING TO HOLD THE US TO ITS PRESENTLY OPERATED ROUTES.
ON ITS PART, US SIDE MAINTAINS THAT AIRPORT CAPACITY
IS THE KEY AND IS INSISTENT THAT SOME SYSTEM BE WORKED
OUT WHEREBY US CARRIERS CAN BE GUARANTEED SUFFICIENT

NUMBER OF GRADUALLY INCREASING SLOTS OVER THE NEXT
THREE YEARS TO INSURE REASONABLE GROWTH. SINCE SHORT-
TERM CAPACITY WILL, OF NECESSITY, BE LIMITED, US IS
ALSO STRESSING THAT AIRLINES SHOULD BE ABLE TO
UTILIZE FULLY EXISTING CAPACITY, AN OBVIOUS REFERENCE
TO OUR POSITION THAT THE GOJ ENCOURAGE LOWER FARES AND
APPROVE BEYOND JAPAN SECTORS FOR ALREADY OPERATING
FLIGHTS; I.E. FTL SINGAPORE. FTL CASE WAS BRIEFLY
DISCUSSED MARCH 15 WITH NO SATISFACTORY RESULT; US
ALSO MENTIONED THAT WE WOULD WANT AGREEMENT ON THE
PENDING PAA AND NW LOW FARE PROPOSALS.

2. AFTERNOON OF MARCH 16, US SIDE GAVE JAPANESE US
DOCUMENT 8 WHICH, INTER ALIA, CONTAINS SPECIFIC NUMBER
OF SLOT REQUESTS FOR BOTH CHARTER AND SCHEDULED
OPERATIONS AT NARITA AND OSAKA OVER THE NEXT THREE
YEARS. JAPANESE STATED THEY WOULD REPLY FORMALLY TO
US PAPER ON MARCH 17; HOWEVER, THEY NOTED A "BIG GAP"
BETWEEN THE TWO SIDES' POSITIONS. MARCH 17
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PAGE 03 STATE 070695

MORNING PLENARY WAS LATER POSTPONED TO AFTERNOON AT

JAPANESE REQUEST, PRESUMABLY TO GIVE THEM MORE TIME
TO STUDY US PROPOSAL.

3. COMMENT: ATMOSPHERE THUS FAR HAS BEEN SERIOUS
BUT CONSTRUCTIVE AND BUSINESS-LIKE; ONLY APPARENT
TENSION AROSE DURING DISCUSSION OF THE FTL SINGAPORE
PROBLEM. DEFORMIN TAKASHIMA HELD "PRIVATE MEETING"
WITH ASST SEC KATZ MORNING OF MARCH 16. MIN TAKASHIMA
APPARENTLY HAD NOTHING TO OFFER BUT WANTED ASSURANCES
RE NEW ROUTES US IS PREPARED TO GRANT; KATZ
INDICATED THIS DEPENDS ON HOW SATISFACTORILY SLOT
QUESTION IS WORKED OUT. WE UNDERSTAND THAT MIN TAKASHIMA
MUST RETURN TO TOKYO AROUND WEDNESDAY OF NEXT WEEK
(MARCH 22) AND ARE HOPEFUL THAT AT LEAST THE FRAMEWORK
OF AN INTERIM AGREEMENT CAN BE WORKED OUT BY THEM".
JAPANESE OBVIOUSLY WANT TO COME TO SOME AGREEMENT
AS ILLUSTRATED BY FACT THAT CONCRETE PROPOSALS ARE
BEING TRADED ACROSS THE TABLE. VANCE

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